during the last three years by State Bank of Indore is as under:

Year	Term loan		Working Capital	
	No. of A/cs.	Amount (Rs. in crores)	No. of A/cs.	Amount (Rs. in crores)
Dec., 86	8272	16.24	14287	47.52
Dec., 87	9604	21.47	15788	63.76
March, 89	12190	27.76	18152	93.31

(b) to (d) Reserve Bank of India has reported that the instructions have been issued to all commercial banks in May, 1989 to include normal marketing expenses in the cost of finished goods/ value of receivable while arriving at the working capital requirements of the SSI units. Further, in the case of existing units also, the banks have been advised to consider on merits the request for sanction of appropriate amounts of assistance for the said purpose.

Issue of licences for the setting up of 100 Per cent export units

3018. SHRI S. S. AHLUWALIA: Will the Minister of COMMERCE be pleased to state:

(a) whether Government are aware that while issuing licences for the setting up of 100 per cent export units, the case of a unit is considered sizewise;

(b) if so, what is the criterion fixed to determine the smallest or the largest size of the unit; and

(c) what are the details of other grounds on which application for issue of licence is rejected?

THE MINISTER OF COMMERCE (SHRI DINESH SINGH): (a) to (c) While considering applications for setting up projects under the 100 per cent Export Oriented Scheme, the viability of the project is duly assessed, *inter alia*, with reference to economic size of the unit proposed to be established, the nature of the product and its marketability, the foreign exchange inflow and outflow, value addition the capability of the applcants etc. The economic size of the project will depend on the item to be manufactured.

Trade deficit during 1988-89

3019. SHRI KAMAL MORARKA:
SHRI YASHWANT SINHA:

Will the Minister of COMMERCE be pleased to state:

(a) what was the total trade deficit during 1988-89;

(b) what steps are being taken to bridge the trade gap;

(c) what is the quantum of invisibles in 1988-89 as compared to the last three years; and

(d) what has been the result of Government's own export efforts through STC?

THE MINISTER OF STATE IN THE MINISTRY OF COMMERCE (SHRI P. R. DAS MUNSHI): (a) According to the provisional figures, India's trade deficit during 1988-89 amounted to Rs. 7411.95 crores.

(b) A number of steps have been taken for export promotion and import substitution to reduce the trade gap. The export promotion measures are designed to generate surpluses for export, to induce the production of goods contemporary in technology and competitive in prices and